



BRINGING BUSINESS TO SCOTLAND

Practical Perspectives: British Land Retail Investment in Scotland

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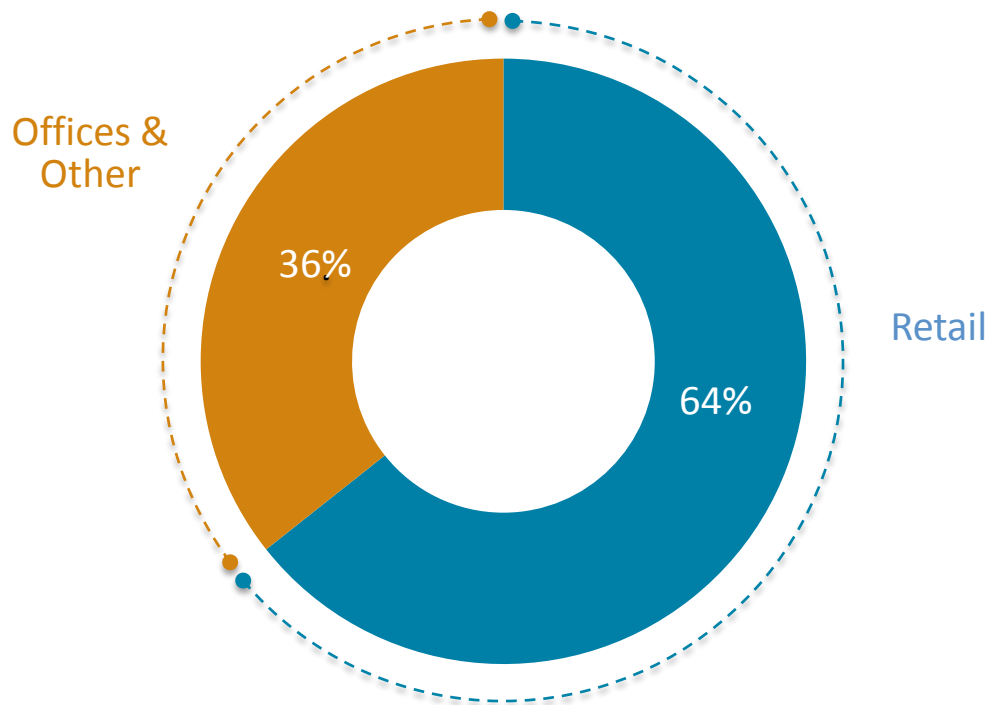


DARREN RICHARDS

Retail Investment

British Land Portfolio At a Glance

British Land Portfolio *



- One of Europe's largest REITs
- £15bn under management
- £10bn British Land Share
- Of which £6bn Retail
- c.10% of retail assets under management are in Scotland

*BL Share

Over £1bn of Assets Owned or Under Management in Scotland

British Land Assets In Scotland



15

Property assets both In and Out of town

335

Retailer Units

135

Different retailers

c.50m

Annual footfall 2010

97%

Occupancy rate

British Land in Scotland – What We Do

INVEST IN PROPERTY

- Total of over £2BN owned since 1990 (excluding capital expenditure)

IMPROVE OUR SHOPPING ENVIRONMENTS

- Through asset management along with refurbishment and development

BRING NEW RETAILERS TO OUR SCHEMES

- 84 new lettings (excluding renewals since 2008)

CONTRIBUTE TO THE ECONOMY

- Gross value added over £170m
- Over £50m in levies and taxes*

STIMULATE EMPLOYMENT

- Directly and via our retailers
- Estimated at over 5,800 people*

WORK ACTIVELY WITH LOCAL COMMUNITIES

- Our Community Charter

*PwC 2009/10

Continued Investment in Scotland

Glasgow Fort Shopping Park



12.5m	Annual footfall (2010)
£57m	Contribution to the local economy*
£250m	Consumer spend on site*
1,800	Jobs on site at peak times*
£6.3m	Local tax contribution (business rates)*
222,000	Sq ft of new development
Scottish Urban Regeneration Award for Partnership Working	

*PwC 2009/10

First choice location in the UK for out of town retailers

Elgin – Springfield Retail Park



4 new retailers attracted to a revitalised scheme

Aberdeen – Bon Accord and St Nicholas Centres



Refurbishment Programme continues - 30 new lettings since 2008

Investment Fundamentals: Focus on the Four Factors for Retail Success

1. Location

- Locally dominant and accessible

2. Rent

- Affordable rents
- Where retailers can trade profitably

3. Configuration/Flexibility

- The right type of space
- Adaptable at right cost

4. Environment

- Where consumers want to shop
- Right mix of complimentary retailers and leisure

These factors underpin our investment approach

Outlook

Rapidly changing retail landscape

- Polarisation accelerating between best / worst
- Online / Multi-channel increasingly relevant
- Growing importance of experience and convenience shopping

Challenging Economic conditions

- However retailers remain active for the right space
- Restricts ability of some owners to react / Constrained development pipeline

British Land has been and continues to be a significant investor in Scotland

- Regional analysis – we take a different view
- Important for Scotland to create / maintain the correct conditions for both owners and occupiers to invest

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